

UNITED STATES DEPARTMENT OF STATE

OVERALL GRADE



RED

- State achieved 42.04% exceeding its small business goal of 36% that was above the 23% Government-wide goal
- This resulted in small business receiving \$1 million more than FY2006
- State exceeded its SDB and WOSB goal, SDB goal above the 5% Government-wide goal
- Although the HUBZone and SDVOSB goals were not met, SDVOSB goal made considerable progress from FY2006

SMALL BUSINESS GRADE



GREEN

FY2006/FY2007 % GOAL	FY2006 SMALL BUSINESS ACHIEVEMENTS	FY2007 SMALL BUSINESS ACHIEVEMENTS	MADE PROGRESS?
36%	39.19% (\$901,350,227)	42.04% (\$902,596,218)	N/A

SOCIO-ECONOMIC GRADES

SDB



GREEN

FY2006/FY2007 % GOAL	FY2006 SMALL BUSINESS ACHIEVEMENTS	FY2007 SMALL BUSINESS ACHIEVEMENTS	MADE PROGRESS?
10%	13.37% (\$307,497,298)	16.27% (\$349,352,137)	N/A

WOSB



GREEN

FY2006/FY2007 % GOAL	FY2006 SMALL BUSINESS ACHIEVEMENTS	FY2007 SMALL BUSINESS ACHIEVEMENTS	MADE PROGRESS?
5%	4.30% (\$98,749,070)	5.12% (\$109,984,761)	N/A

HUBZONE



RED

FY2006/FY2007 % GOAL	FY2006 SMALL BUSINESS ACHIEVEMENTS	FY2007 SMALL BUSINESS ACHIEVEMENTS	MADE PROGRESS?
3%	2.42% (\$55,567,152)	2.48% (\$53,146,983)	YES

SDVOSB



RED

FY2006/FY2007 % GOAL	FY2006 SMALL BUSINESS ACHIEVEMENTS	FY2007 SMALL BUSINESS ACHIEVEMENTS	MADE PROGRESS?
3%	3.03% (\$69,804,683)	2.32% (\$49,900,561)	NO

CRITERIA



GREEN

THE AGENCY MUST MEET 100% OF ITS SMALL BUSINESS GOAL, 3 SOCIO-ECONOMIC GOALS AND **MAKE PROGRESS IN THE REMAINING GOALS.**



YELLOW

THE AGENCY MUST MEET 90-99% OF ITS SMALL BUSINESS GOAL, 1 SOCIO-ECONOMIC GOALS AND **MAKE PROGRESS IN REMAINING GOALS**



RED

DOES NOT MEET THE ABOVE (YELLOW) STANDARDS

PROGRESS DEFINED: SBA USED 1 OF 2 INDICATORS IN DETERMINING WHETHER AN AGENCY MADE PROGRESS ON THEIR SOCIO-ECONOMIC GOALS: (1) A PERCENTAGE INCREASE OVER FY2006 GOAL ACHIEVEMENT OR (2) FY2007 GOAL ACHIEVEMENT DOLLARS IS GREATER THAN THE ACHIEVEMENT AVERAGE FOR THE PAST 3 YEARS (FY2005-FY2007).